

4451 Woodgate Drive, Ste 100 Janesville, WI 53546

Office: 608.755.4854 Fax: 608.755.4843

#### A word from your President By Mary Ellen Mackey

The 4<sup>th</sup> of July celebrations are here, I urge you to take time to relax with family and friends and enjoy your holiday time. Don't forget to be humble, kind and always give thanks for your blessings.

A slight increase in inventory has increased the number of sales, great to see as we move into the summer season. We still lag well behind last year in terms of total listings, and until that turns around, this will continue to be a solid seller's market. Not surprisingly, affordability continues to slip as strong demand and tight supply leads to home price appreciation well above the rate of inflation. With this market so tight, it is important that we continue to educate prospective buyers about the importance of working with a REALTOR® who is experienced and can help them navigate the market.

Thank you everyone for all you do to keep our Association going strong. For those wanting to get more involved, we are actively seeking members to fill board and committee vacancies this fall, please contact a board member or the MLS office if you have interest.

Finally, our annual golf outing is scheduled for Thursday August 22<sup>nd</sup> at Glen Erin Golf Club. Now is the time to get your group together for a great time. Our golf committee has been meeting to put the finishing touches on what is sure to be a fun and memorable event. For more information, please contact the Association office.

Have a safe and fantastic summer!

Mary Ellen Mackey



#### **INSIDE THIS ISSUE**

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JULY 2019

Dage #

	ruge	" I age "	
eadership Directory	2	A note from Sue	6
note from your Association Exec.	2	New Members	6
2019 Community Family Fun Fair	2	Membership Updates	6
mportant Numbers	2	Orientation Schedule for 2019	6
Committee List	3	Thank you, Wade Williams	6
Salvation Army bell ringers needed	3	Thank you Ben DeWitt	6
REE Convention Registration	3	Recipe of the month	6
Continued, family fun fair info	3	2020 Annual Pre-Pay Assoc. Dues	6
Save the dates	3	July Birthdays	7
ILS Corner, MLS Informatin	4	Tech Helpline	7
1LS Officers and Directors Info	4	Dates to Remember	7
Rock Co. Housing Statistics	5	Upcoming Events	7
Statewide Housing Statistics	5	August Birthdays	7
Application-Elected officer/director	5	2019 School Supply Drive	7

Golf Outing Registration

Dage #

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Jackie Borgwardt | 1-year term 756-5112 | Jackie.borgwardt@associatedbank.com

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Editor of *The Real Scene*Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

#### **ASSOCIATION NEWS**



A Note from your Association Executive:

Happy Summer! I truly hope you all are having a great summer, despite all this rain. I have heard that many of you are busy, busy, busy with your schedules of showings and closings and everything in between.

I sincerely want to thank all of you that have sent messages or cards and calls of condolences of my mom's passing. You all made a difference to me knowing so many of you cared to take a minute out of your day to share. God's blessing to you all!

With that said, I pretty much missed June so please be patient while I play catch up with whatever I was working on. If you have asked something of me, and I have not responded, please re-send or call me and I will get on that issue for you. Thank you all for your understanding.

There are no association meetings in July. Please enjoy your  $4^{th}$  of July holiday, have fun and be safe. At this time there is a membership meeting scheduled for August 7, more info is coming soon. New member orientation on August 15 here at the Association office. Registration is now open for the WRA Annual Convention on Sept. 10-11 you can go to wra.org to register. Our annual Installation is on Sept. 26 at the Rotary Gardens.

This year's golf outing is set, exciting changes, please put this date on your calendars and plan on attending this outing. The date is August 22 which is a Thursday freeing up your Friday and we will be golfing at the Glen Erin Golf Club with dinner at the newly completed "Celtic House". More info in this newsletter.

Vícky Kreyer



# 2019 Community Family Fun Fair

October 29, 2019 | 3 - 7 P.M.

You don't want to miss this year's annual event. We are at a new venue and proceeds are going to the Boys and Girls Club of Janesville. Our event will be held at the Janesville Boys and Girls Club with the assistance of the staff and friends of the club. More information continued on page 3.

#### **IMPORTANT NUMBERS**

Association AE Office (608) 755-4854 (608) 755-4841 MLS/Membership Office (608) 755-4843 Association FAX # Vicky@RockGreenRealtors.org e-mail Web Site www.rockgreenrealtors.org WRA (General #) (608) 241-2047 WRA Members Only 1-800-279-1972 Members Only Legal Hotline 1-800-799-4468 (608) 242-2296 Legal Hotline

> General Office Hours----Monday-Thursday | 8:30 a.m. – 5 p.m.

(New Hours) Friday | 8:30 a.m. – 12:30 p.m.

#### **ANNOUNCEMENTS**

#### **ROCK-GREEN REALTORS®** ASSOCIATION 2018-2019 ASSOCIATION **COMMITTEE LIST BUDGET/FINANCE**

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Colleen Nelson Blair Winn

#### **BYLAWS**

Blair Winn, Co-Chr Jeff Zuelke, Co-Chr **COMMUNICATIONS** 

Nina Perona, Chair Neil Kerwin Andrea Morse Julie Raese Verna Saladino Russ Zueger

#### **DINNER DANCE**

Diana Stoehr, Chair Tom Bradley Val Eagan Julie Raese Tammy Cherry Colleen Nelson Becky Zuelke Terri Moldenhauer Wade Williams Paul Schieldt Rebecca Bittner Sherri Shaw Connor Fox Heidi Krenz Buchanan Jacqueline Watson Ana Johnson Vicky Kreyer

#### **EDUCATION**

Russ Zueger, Chair Andrea Morse Penny Patterson

#### **EQUAL OPPORTUNITY**

Candice Kildow Mary Ellen Mackey, Chr.

#### Margo Berke **GOLF OUTING**

Gary Getchel, Co-Chair Al Herbst, Co-Chair Paula Carlson Deb DeWitt Trish Edwards Kave Fulton Pat Knoble Jeff Myers

#### **GOVERNMENT** AFFAIRS/RPAC

Jim Zanton, Chair Mary Gilbank-Peterson, Co-Chair Heidi Krenz-Buchanan Andrea Morse Connor Fox Sherri Shaw

#### **HEALTH & SAFETY FAIR**

Karen Williams, Chair Kim Nickols, Co-Chair Lindsey Chrostowski Kelly Falk Jeannine Hill Linda Kleinschmidt Sara Stinski Vicky Kreyer

#### **MEMBERSHIP/Orientation**

Wade Williams, Chair

#### **PROGRAM**

Diana Stoehr, Chair Andrea Morse Wade Williams Mickey Castle

#### **NOMINATION**

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Paul Schieldt Colleen Nelson

#### PERSONNEL

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Colleen Nelson Blair Winn

#### PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18) Joan Waite Mediator '12 (T-13) Paul Schieldt, Mediator '12 (T-18) Andrea Morse, Griev. Chr '12(T-18) Jerry Morse, Ombudsman "16 (T18 Randy Borman, Ombudsman'16T18 Adam Briggs '12 (T-09) Dave Brown '13 (T'18) Earl Collins '14 (T-18) Deb DeWitt '14 (T-18) Carol Esselman "18 (T18) Kaye Fulton '12 (T-18) Mary Gilbank '12 (T-18) Eric Kim '16 (T-14) Linda Kobilca '18 (T18) Valerie Richter '12 (T-09) Krista Shortreed '14 (T-13)

#### **ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair Wendy Bumgarner Linda Kleinschmidt Andrea Morse Colleen Nelson Julie Raese Pat Knoble

#### RECRUITMENT

Colleen Nelson, Chair Neil Kerwin Andy Dongarra Valerie Eagan Jerry Morse

#### SUNSHINE

Maryann Warden, Chair Mollie Podwell Paula Carrier

#### YOUNG PRO'S TASK FORCE

Kevin O'Leary, Chair Ben DeWitt Kelly Falk Kristan Hoff-Filak Neil Kerwin Heidi Krenz-Buchanan Mary Ellen Mackey John Mansur Erica Penny Kim Prichard

#### **STRAT PLAN COMMITTEE**

Blair Winn, Chair Colleen Nelson Neil Kerwin Jeff Zuelke Jerry Morse Paul Schieldt Heidi Krenz-Buchanan

#### **CORE STANDARDS COMMITTEE**

Ben Shult Jeff Zuelke Jim Zanton Nina Perona Karen Williams Wade Williams Diana Stoehr Fred Leonard

Christmas in July, the Salvation Army is ringing bells in Janesville, Milton and Beloit on July 26-27. Please if you can, volunteer your time to help fill the Red Kettles. The money raised stays in our community and

helps sustain their programs through the summer months. There are 2 hour shifts between the hours of 10 a.m. and 8 p.m. To sign up for a shift, log into Registertoring.com or call Patrice Gabower at 608-757-8300, Monday through Friday between 8:30 a.m. and 4 p.m. If you can help please call or register today!



Criteria for the Free Registration for the September 10-11, 2019 Convention:

- 1. Registration must be given, not sold, and is not transferable;
- 2. Recipient must be a member of good standing:
- 3. Financial need is not necessarily a prerequisite, but could be:
- 4. Recipient may not be a local board officer:
- 5. Have not attended within the last 2 years;
- 6. Deadline for submission is August 20:
- 7. Recipient may add ticketed items at their own cost.

Association members, please send or drop off your business cards by August 20 for the FREE Convention drawing.

#### Continued from page 2

There will be new games, a haunted house and much much more! Booths for members are still a low \$25 per space. We are going to have some great giveaways and prizes. If you have never attended our Fun Fair you need to attend this year. Jam Packed full of fun for you and your children or your friends or clients families. All are welcome. There is still silent auctions and basket drawings and this year we are introducing a spin to win event. As always we are looking for auction items and any item we can use for basket drawings and/or the spin to win event. Sponsors are also needed but most of all we need you, the REALTORS® to be involved, this event is to showcase you out helping in our community. Please volunteer and show that you care! All proceeds from this year's event will go to help the boys and girls club.

#### SAVE THESE DATES! (Revised)

August 7, Membership Meeting, Surrounding area school

August 22, (Thursday) Golf Outing, Glen Erin Golf Club

September 10-11, WRA Annual Convention, Kalahari, WI Dells (More info to come)

September 26, Installation and Awards Ceremony, Rotary Gardens, 8:30 registration.

October 2, Membership Meeting, Drones, Presenter (TBD) and Legal Updates from Cori Lamont from WRA.

October 29, Annual Community Family Fun Fair, 3-7 p.m.

#### **MLS INFORMATION**

\*\*\*Hot Tip: The number of characters allowed for public remarks has been increased from 600 to 650 characters.

#### \*\*\*Listing Firm Name on IDX

**Websites:** When a listing is displayed on an IDX website, the listing firm name must be included on the full listing display. The firm name must be in type that is at least as large and of the same darkness as the type used to describe the property, and must be located in a prominent location within the top third of the page. If a website requires the consumer to login before seeing the full listing display, the listing firm name must also be on the listing summary that displays before the login.

#### \*\*\*Fond du Lac Listings Imported from

**WIREX:** Since June of 2017, we have imported over 8,600 listings from other MLSs, via WIREX, directly into the MLS database to make it easier for you to find them. These listings are located in the <u>19 counties</u> the MLS members typically list and sell in. The MLS numbers for these listings are prefixed by 2 letters to make the MLS number unique, and to identify them as listings that originated in a different MLS system (i.e. MM for Metro).

On 7/1/19, we added Fond du Lac County listings to these imports. New listings with a list date of 7/1/19 and later are now being directly imported into the Paragon™ system. It is no longer necessary to switch to WIREX to see new listings for Fond du Lac County.

Metro, Northeast and Central WI MLSs have done something similar in that their members can see Paragon™ listings directly in their native systems without switching to WIREX.

Thank you, Sue



#### **MLS Officers/Directors**

Sally Jean Weaver-Landers, President Phone: 608-754-2121 Email: <a href="mailto:sjweaverlanders@qmail.com">sjweaverlanders@qmail.com</a>

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Verna Saladino. Sec. /Treas. Phone: 608-755-5400 Email: <a href="mailto:verna@thebriggsrealtygroup.com">verna@thebriggsrealtygroup.com</a>

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Eric Kim 1-Year Term Phone: 608-884-8468 Email: <u>eric kim1987@yahoo.com</u>

Pat Bellinghiere 1-year term Phone: 815-282-2222 Email: patb@gogambino.com



#### Rock County Housing Statistics

Madison, Wis. —After two consecutive months of decline, Wisconsin's home sales reversed course and increased in May, which pushed home prices up. With that increase, the improvement in May home sales was not enough to move year-to-date sales growth into positive territory, but it did help to closed the gap from last year.

However, even though demand conditions remain strong, weak supply will continue to plague this market until inventories start to improve.

Not surprisingly, affordability continues to slip. The Wisconsin Affordability Index shows the fraction of the median-priced home that a buyer with median family income can afford to buy, assuming they have 20 percent down, and a 30-year fixed-rate mortgage on the remaining balance.

Rock County Housing Statistics—The median price for May 2019 is \$160,000 and for the month of May in 2018 it was \$159,900 that was an increase of +0.1% and the Sales for May 2019 is 227 and May of 2018 was 248 that was a change of -8.5%. In May of 2019 there was 3.7 months of inventory and in May of 2018 there was 3.4 that was a change of +8.8%. Average days on the market in May of 2019 was 81 and May of 2018 was 86 that was a decrease of -5.8%.

**Statewide Housing Statistics**—The median price through May 2019 is \$189,900 and through May of 2018 it was \$176,000 that was an increase of +7.9%. The sales through May of 2019 is 28,267 and May of 2018 was 29,543 that was a decrease of -4.3%.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.

## This is YOUR Association, Be Involved, Apply Today!

Rock-Green REALTORS® Association Inc.

Application for ELECTED Officer/Director for the Office of Association or MLS Board of Directors.

Candidate for the Office of: (circle one and  $\sqrt{\text{one}}$ )

(Officer/Director) Name of Candidate		
Firm Name		
Position held with firm	 1	
Business Address		
Phone		
<ol> <li>Education (circle completed)</li> </ol>	le the last year	of education
High School 9 10 11 12 Post graduate 1 2 3 4	College 1 2 3 4	
REALTOR® designations	s attained	
REALTON designations	ditallica	
2. REALTOR® relai		
No. of years licensed		
<ol> <li>REALTOR® history held, or any of deems appropriate</li> </ol>	her areas of servi	
NAR		
WRA		
LOCAL		<del></del> .
Other activities (traccommunity activities or		civic and
4. Are you aware of requirements of service Association? Yes	as a Director or Of	
5. Will you attend Green REALTORS® A meetings required of	ssociation, as we the office for wh	ell as other
applying? Yes No	)	
6. Personal Data (o		
No. dependents	Address	
CitySt	tate Phone	
REMARKS by candidate know)		ou want us to
Candidate Signature		
(Return to Association		19, 2019



July, where is the time going!

Happenings in July: Independence Day is on the 4<sup>th</sup>, and we have a full moon on the 16<sup>th</sup>. Enjoy all the beautiful blooming flowers that spring brought into summer. My clematis' are blooming like crazy. The Hydrangas have

grown so much, can't wait for them to bloom. My vegetable garden is looking awsome, able to keep the critters out of it.

Wishing all July birthdays the best.

If you have any issues or questions for the MLS Board of Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

At Rock-Green Realtors® Association we are always looking for new members/new offices. New member applications can be found online at <a href="https://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a> (fees not disclosed online) or call the office, we can fax or email applications if you wish for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

Just a note to everyone involved we will now be emailing the welcome letters for new members. Hope everyone likes and appreciates the change.

Sue

#### **NEW MEMBERS:**

Jeremy Sauer, Walker Realty Group, LLC Janet Churchill Stinde, Maurer Real Estate Renae Henry, Shorewest Realtors Debra Molina, Zuelke Real Estate Team

#### **MEMBERS** leaving the Association:

Linda Kobilca, Shorewest Realtors Sandra Unger, Shorewest Realtors Billy Shipler, Realty Executives

#### **MEMBER TRANSFER:**

Lori Whiting, left First Weber Inc. joined Homestead Realty



New Members—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

New Member Orientation Schedule for 2019

August 15, 2019 November 14, 2019

"Thank you Wade Williams for being our orientation instructor."

"Thank you to Ben DeWitt for the refreshments for the new member orientation."

#### "Recipe of the Month"



#### **JUBILEE SALAD**

1 (3 oz.) pkg. vanilla pudding

- 1 c. fruit cocktail juice
- 1 c. milk
- 1 c. fruit cocktail
- 1 c. green grapes
- 1 c. mandarin oranges, drained
- 1 c. pineapple chunks, drained
- 1 c. whipped cream
- 1 c. mini marshmallows

Combine pudding mix, milk and juice in a small saucepan. Cook over low heat, stirring constantly, until thickened. Chill. Fold in whipping cream and add well-drained fruit. Fold in marshmallows. Refrigerate overnight.

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: <a href="mailto:sue@rockgreenrealtors.org">sue@rockgreenrealtors.org</a>
Make sure you have copyright permission.

#### 2020 Annual Dues:

There is still time (why not make it easier on yourself) avoid that holiday crunch, get in the pre-payment plan, we are collecting until the end of August. One time \$5 service fee for partial payments. You can avoid that fee by paying the total in advance. If you have a nice closing, you might want to consider paying it forward. Any questions contact Vicky or Sue at 608-755-4841.

#### JULY BIRTHDAYS

3	Heather Spies		
4	Wayne E Jacobson		
5 6	Kathleen Keller		
6	Verna Saladino		
	Chris Tuescher		
8	Becky Bittner		
9	Barb Smith		
	Melanie Simmons		
12	Mollie Podwell		
	Carol Esselman		
13	Candice Kildow		
	Gretchen Anderson		
16	Becky Zuelke		
	Jeffery Joseph		
17	Lindsey Chrostowski		
	Al Herbst		
19	David Love		
20	Lori Hademann		
22	Stephen Biedermann		
24	Heather Busby		
	Carol Harkin		
25	Andy Dongarra		
	Chris Mayhew		
26	Kimberly Nickols		
28	Carole Cullen		
29	Tina Tillery		
30	Janet Conroy		
31	Stacey Hardenstine		

Have we missed your Birthday? Please let us know so that we may acknowledge your special day.

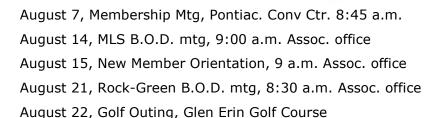


#### **DATES TO REMEMBER**

#### **JULY 2019**

There are no meetings in July July 4, Office closed, 4<sup>th</sup> of July holiday

#### **UPCOMING EVENTS**



august birthdays							
1	Carol Roehl	20	Walter Bancroft				
3	Theresa Streuly	23	Greg Heinen				
5	Sara Luchsinger		Jacquelyn Wegner				
8	Jenny Hallett	24	Charles Stanhope				
	Brian Bruhn		K Andreah Briarmoon				
11	Thomas Zanton	25	Andrea Kruser				
12	Jeffrey Brink		Jacqueline Watson-Giese				
	Sanundra Nehls	26	Harry Devitt				
	Dixie Kalk		Holly Christiansen				
13	Brett Gill		Deanna Campbell				
14	Donna Panico	27	Vicky Kreyer				
	Allan Brillman	28	Bianca Singer				
16	Kimberly VanMatre	31	Bob Mack				
17	Gary Loos		Mary Ellen Mackey				
19	Kurt Kirchenwitz						

## **2019 School Supply Drive**

While you are shopping, please consider purchasing a few items to donate to our Annual School Supply Drive.

We are now collecting through August 16, 2019. Please drop off your donations to the Associatin office or call and someone can come and pick them up. Items most needed are: Crayons, #2 pencils, washable markers, elmers glue, glue sticks (small and large), pencil sharpener w/cover, rulers, watercolors,



scissors, erasers (pink and pencil top), 3-ring binders, pocket folders (with and without brads), spiral notebooks, notebook paper, kleenex, hand sanitizer and also backpacks and cash donations are always appreciated.



S PER PERSON Includes golf & dinner Same Low Cost!

# You could \$500

REALTORS: Enter our Special Realtor Only Bonus Raffle at dinner for your chance to win!

**Grilled Burgers, Brats & Hot Dogs**(Available Prior To Start)

Games & Prizes (On Course)

**For Hole Sponsorship** 

Contact Al Herbst at 743-4072 aherbst@johnsonfinancialgroup.com

To Donate Cheese or Dessert Trays Contact Vicky Kreyer at 608-755-4854

Golf Only @ 11:00am ...\$55.00

Dinner Only @ 5:30pm ...\$20.00
(Celtic House at Glen Erin)

Registration 10:00am - 10:45pm

### **REGISTRATION DEADLINE IS AUGUST 15, 2019**

2019 REGISTRAT	Rock-Green REALTORS® Remit amount for golf & dinners listed on this registration form.		
Name	Golf	Dinner	Rock-Green REALTORS® 4451 Woodgate Drive, Unit #E, Janesville, WI 53546
Name	Golf	Dinner	Registrations will not be accepted without all monies accompanying names of registrants.
Name	Golf	Dinner	VISA Master card. DIJCOVER
Name	Golf	Dinner	Must be in attendance to win door prizes
Cardholder Name		CC# Exp Date	
1		באף טמופ	